

# Financial Results for the Year Ended March 31, 2009

## Conference in Tokyo (May 13, 2009) NIKON CORPORATION

Forward-looking statements for earnings and other performance data contained herein are based on information currently available to the Company, and all potential risks and uncertainties are taken into account. The Company asks that investors understand that changes in conditions may cause actual performance to significantly differ from these projections.



## Agenda

- I. Financial Results for the Year Ended March 31,2009
- II. Estimation for the Year Ending March 31,2010
- III. Reference Data

#### Financial Highlights for the Year Ended March 31, 2009



Billions of yen	08/3 (A)	<u>1H</u> 2H	Previous Forecast as of Feb 5th (B)	<u>1H</u> 2H	09/3 Actual (C)	<u>1H</u> 2H	Change ( C-A )	Change (C-B)
Net Sales	955.8	445.8 510.0	860.0	$\frac{487.1}{372.9}$	879.7	$\frac{487.1}{392.6}$	-76.1	+19.7
Operating Income % vs Net Sales	$135.2_{\tiny{14.1\%}}$	$\frac{63.3}{71.9}$	44.0	<u>54.1</u> -10.1	48.2	54.1 -5.9	-87.0	+4.2
Ordinary Income % vs Net Sales	120.1 12.6%	$\frac{58.9}{61.2}$	42.0	<u>53.1</u> -11.1	<b>47.7</b> <sub>5.4%</sub>	53.1 -5.4	-72.4	+5.7
Net Income % vs Net Sales	75.5	$\frac{34.4}{41.1}$	$24.0 \atop {}_{\scriptscriptstyle 2.8\%}$	33.6 -9.6	28.1	33.6 -5.5	-47.4	+4.1
Exchange Rate (yen)	114	119 109	100	106 93	101	106 95	- 83.4 billions of yen	pact for Net Sales + 6.6 billions of yen
US\$ EURO	162	<u>162</u> 161	142	$\frac{163}{121}$	144	$\frac{163}{125}$	Financial Impact for - 41.4 billions of yen	r Operating Income +1.6 billions of yen

Rapid economic deterioration and appreciating yen from last Autumn hit achievements directly for the 2H business performance.

Decline by 8% in revenue and 60% level in profit on y/y basis.

#### Precision Equipment Company

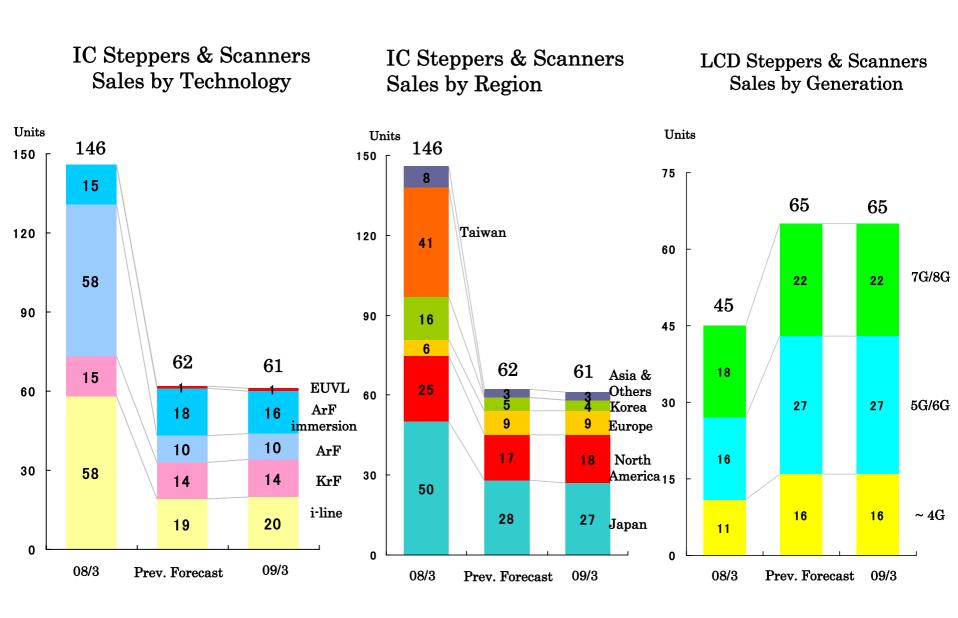


Billions of yen	08/3 Actual Result	<u>1H</u> 2H	Previous Forecast as of Feb 5th	<u>1H</u> 2H	09/3 Actual Result	<u>1H</u> 2H
Net Sales	290.8	$\frac{140.4}{150.4}$	230.0	$\frac{117.2}{112.8}$	219.9	$\begin{array}{c c} 117.2\\ 102.7 \end{array}$
Operating Income % vs Net Sales	43.3	$\frac{21.3}{22.0}$	11.0	<u>12.2</u> - 1.2	8.0	$\begin{array}{c} \underline{12.2} \\ -4.2 \end{array}$
IC Steppers & Scanners New / Refurbished	146/18 <sub>units</sub>	68/10 78/ 8	62/18 <sub>units</sub>	32/10 30/ 8	61/17units	32/10 29/ 7
LCD Steppers & Scanners	45units	$\frac{24}{21}$	65units	$\frac{37}{28}$	65units	$\begin{array}{c} \underline{37} \\ \underline{28} \end{array}$
IC Steppers & Scanners Market Scale CY07/08	564ur	nits	$296_{ m units}$		296 <sub>units</sub>	
LCD Steppers & Scanners (TFT-array Only) Market Scale CY07/08	est.7	$0_{ m units}$	${ m est.110}_{ m units}$		${ m est.110}_{ m units}$	

Though LCD Steppers & Scanners sales increase by 40% compared to previous term, IC Steppers & Scanners business shows significant decrease, and decline by 24% in revenue and 82% in profit.

#### Precision Equipment Company





#### **Imaging Company**



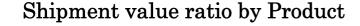
Billions of yen Cameras & Lenses (1,000 of units shipped)	08/3 Actual Result	<u>1H</u> 2H	Previous Forecast as of Feb 5th	1 <u>H</u> 2H	09/3 Actual Result	<u>1H</u> 2H
Net Income	586.1	$\frac{270.3}{315.8}$	570.0	$\frac{337.2}{232.8}$	596.5	$\frac{337.2}{259.3}$
Operating Income % vs Net Sales	84.0	$\frac{38.8}{45.2}$	$35.0_{\scriptscriptstyle{6.1\%}}$	<u>42.0</u> - 7.0	40.0	$\frac{42.0}{-2.0}$
Single-lens Reflex DSC	3,090	$\frac{1,470}{1,620}$	3,300	$\frac{1,870}{1,430}$	3	,420*
Interchangeable Lenses	4,450	$\frac{2,200}{2,250}$	4,600	$\frac{2,630}{1,970}$	4	,870*
Compact DSC	8,550	$\frac{4,030}{4,520}$	10,000	<u>5,910</u> 4,090	10	,330*
SLR-DSC Market Scale	7	,720	9	,500	S	,130
IL Market Scale	13	,070	16	,000	14	,800
C-DSC Market Scale	98	,570	110	,000	103	,690

52% y/y profit decline due to 2H performance deterioration. As for Net Sales of entire year, 2% increase in revenue and achieve record high. Slightly lower than 20 billions of yen reduction in year-end inventory compared to previous term by production adjustment in 4Q.

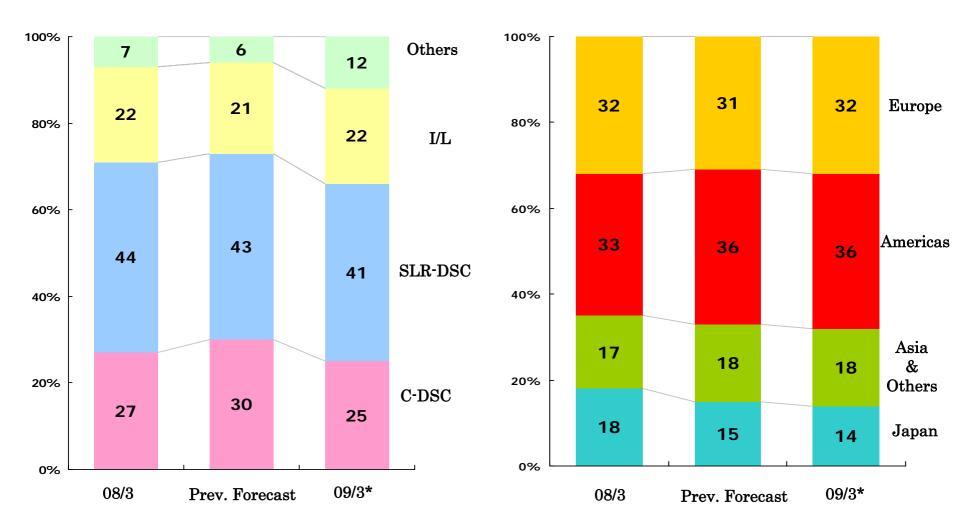
\*09/3: Sales Units

#### **Imaging Company**





#### Shipment value ratio by Region

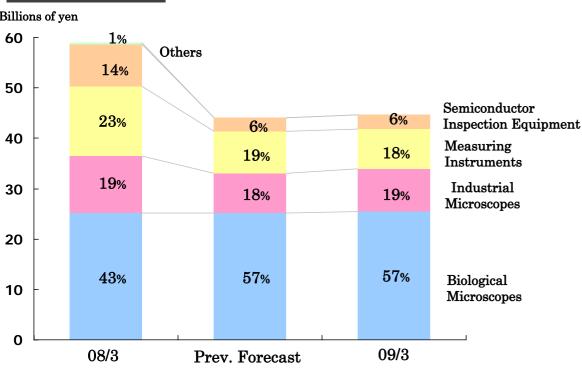


<sup>\*09/3</sup> shows sales value ratio by Product and Region.

#### **Instruments Company**



Billions of yen	08/3	<u>1H</u> 2H	Previous Forecast as of Feb 5th	<u>1H</u> 2H	09/3	<u>1H</u> 2H
Net Sales	59.0	$\frac{26.3}{32.7}$	44.0	$\frac{23.2}{20.8}$	44.6	$\begin{bmatrix} 23.2 \\ 21.4 \end{bmatrix}$
Operating Income, % vs Net Sales	$4.1_{\scriptscriptstyle{6.9\%}}$	$\frac{0.9}{3.2}$	- 3.0	<u>- 1.3</u> - 1.7	- 2 <b>.7</b>	<u>- 1.3</u> - 1.4

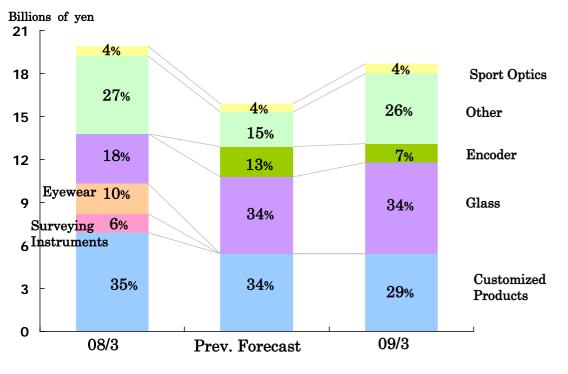


Biological Microscopes business shows steady performance. Industrial equipments business gets strong impact from decline of Capital Expenditure.

#### Other Businesses



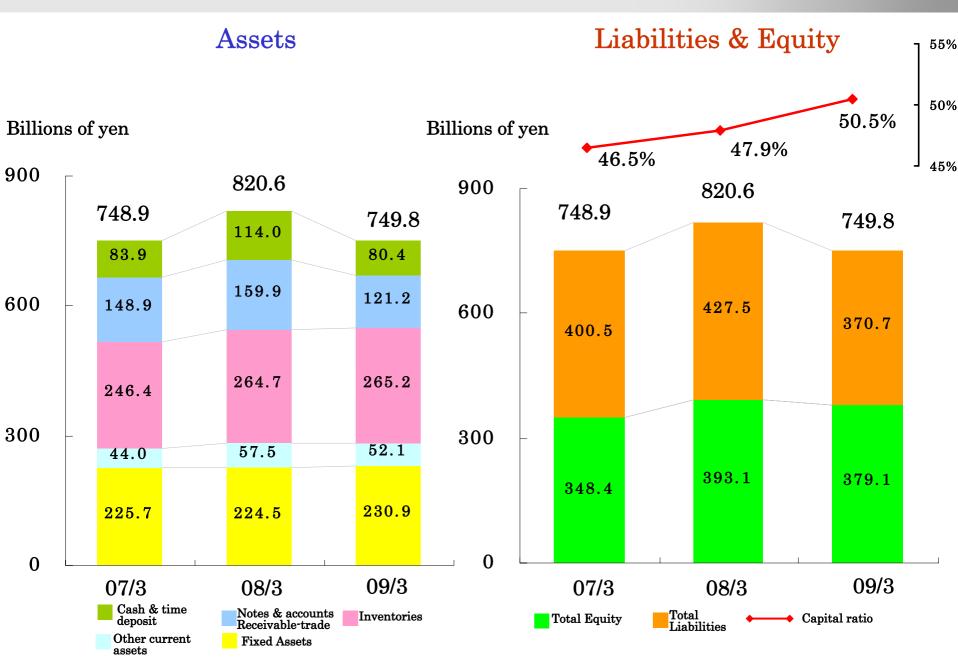
Billions of yen	08/3}	<u>1H</u> 2H	Previous Forecast as of Feb 5th	<u>1H</u> 2H	09/3	<u>1H</u> 2H
Net Sales	19.8	$\frac{8.9}{10.9}$	16.0	$\frac{9.6}{6.4}$	18.7	9.6 9.1
Operating Income	3.6	$\frac{2.5}{1.1}$	1.0	1.5 - 0.5	2.9	$\begin{array}{c} 1.5 \\ 1.4 \end{array}$



Photomask substrates for LCD in Glass business shows sales expansion.

#### Balance Sheet

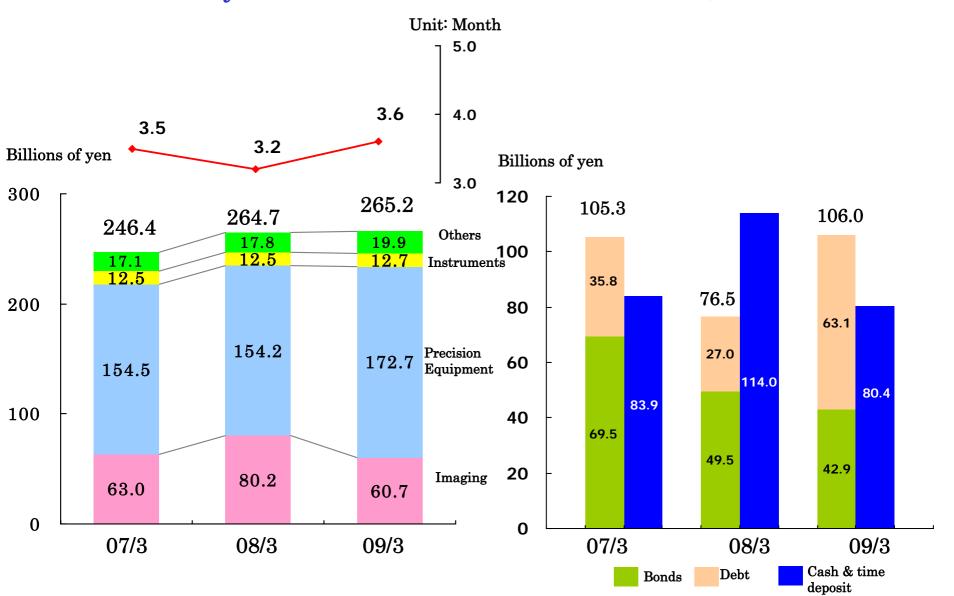






#### Inventory & Turnover

#### Interest-bearing debt & D/E ratio



## Summary for the Year Ended March 31, 2009



Decline in revenue and profit due to impact of global economic deterioration and rapid appreciation of yen.

-Precision Equipment Company:

Though LCD Steppers & Scanners sales make a recovery, IC Steppers & Scanners, especially ArF-dry, show significant drop in sales.

-Imaging Company:

Achieve record high in Net Sales and decrease inventory by drastic production adjustment under severe market conditions.

Cash dividend per share of common stock

2<sup>nd</sup> Half: 5.5 yen

Entire year: 18yen

(decrease of 7 yen compared to previous year)

## Agenda

I. Financial Results for the Year Ended March 31,2009

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## Estimation for the year ending March 31, 2010



#### Actions for corporate structure enhancement

Push through structural reforms immediately to generate sustainable growth even under a severe business environment.

#### Cut in fixed cost

- -Global restructuring of business locations
- -Further cut of expenses including advertising expense

Further cost down by procurement rationalization and acceleration of overseas procurement

Implement steady Capital Investment and R&D for highly selected subjects.

#### Estimation for the year ending March 31, 2010



Billions of yen	09/3 Actual	<u>1H</u> 2H	10/3 Estimation	<u>1H</u> 2H	Change
Net Sales	879.7	487.1 392.6	680.0	320.0 360.0	-199.7
Operating Income	$48.2_{_{\scriptscriptstyle{5.5\%}}}$	<u>54.1</u> -5.9	-12.0	$\frac{-14.0}{2.0}$	-60.2
Ordinary Income % vs Net Sales	47.7	53.1 -5.4	-16.0	<u>-16.0</u> 0	-63.7
Net Income % vs Net Sales	28.1	33.6 -5.5	-17.0	- <u>15.0</u> -2.0	-45.1
Exchange Rate (yen) US\$ Euro	101 144	106 95 163 125	95 125		Financial Impact for Net Sales ${ m est.~-32.0}$ Financial Impact for Operating Income ${ m est.~-21.0}$

Push through structural reforms for growth in the next term under a severe business environment.

Estimate Operating Loss since 99/3.

#### Estimation for Precision Equipment Company



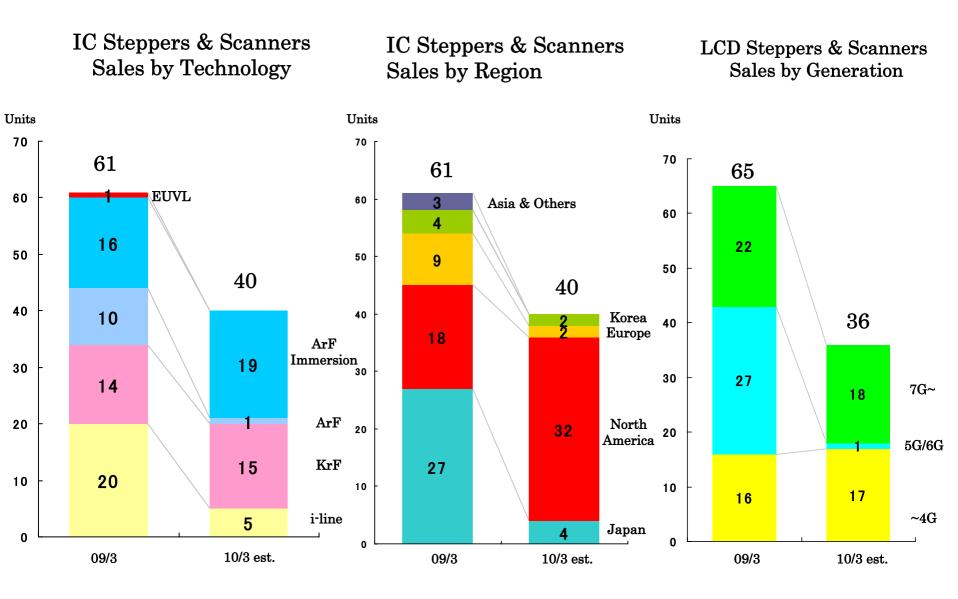
Billions of yen	09/3 Actual	<u>1H</u> 2H	10/3 Estimation	1H 2H	
Net Sales	219.9	$\frac{117.2}{102.7}$	140.0	60.0 80.0	
Operating Income, % vs Net Sales	8.0	<u>12.2</u> - 4.2	- 33.0	<u>- 18.0</u> - 15.0	
IC Steppers & Scanners New / Refurbished	$61/17_{ m units}$	32/10 29/ 7	40/13 <sub>units</sub>	<u>17/5</u> 23/8	
LCD Steppers & Scanners	$65_{ m units}$	$\frac{37}{28}$	$36_{ m units}$	$\frac{14}{22}$	
IC Steppers & Scanners Market Scale CY08/09	296 <sub>unit</sub>	s	est. 90 <sub>units</sub>		
LCD Steppers & Scanners (TFT-array Only) Market Scale CY08/09	est.110 <sub>units</sub>		est.70 <sub>units</sub>		

Assume no recovery of business environment for both IC Steppers & Scanners and LCD Steppers & Scanners business during 10/3.

Estimate Operating Loss since 04/3.

#### Estimation for Precision Equipment Company





#### **Estimation for Imaging Company**



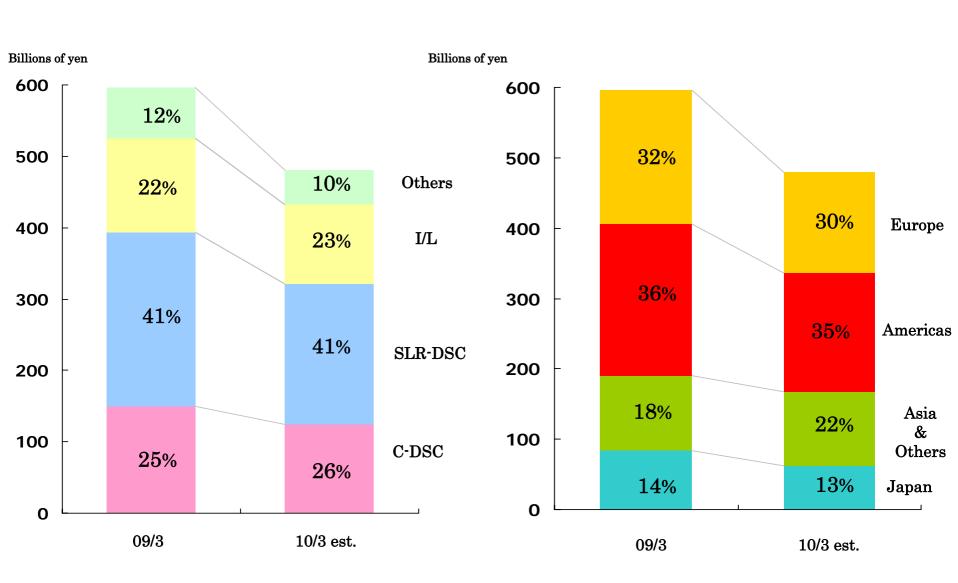
Billions of yen  Cameras & Lenses (1,000 of units sold)	09/3 Actual	<u>1H</u> 2H	10/3 Estimation	<u>1H</u> 2H
Net Sales	596.5	$\frac{337.2}{259.3}$	480.0	$\frac{230.0}{250.0}$
Operating Income, % vs Net Sales	40.0	<u>42.0</u> - 2.0	25.0	$\frac{8.0}{17.0}$
Single-lens Reflex DSC	3,	3,420		$\frac{1,700}{1,700}$
Interchangeable Lenses	4,	870	4,800	2,400 2,400
Compact DSC	10,	330	10,000	4,700 5,300
SLR-DSC Market Scale	9,130		9,200	
IL Market Scale	14,800		15,000	
C-DSC Market Scale	103	,690	103,000	

Target the same level of sales units as previous term in spite of severe business environment. Estimate decline in revenue and profit by change of D-SLR products mix and impact of appreciating yen. Assume that the worst environment of previous 2H is over and secure Operating Income in the black.

#### **Estimation for Imaging Company**



#### Sales value ratio by Product & Region

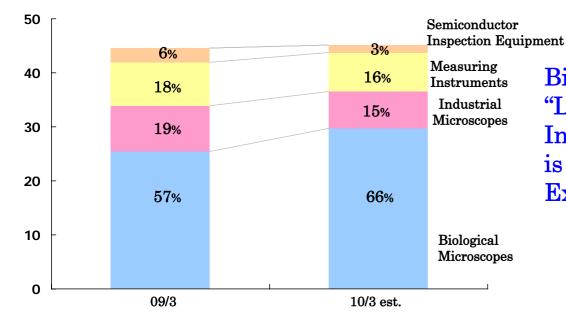


#### **Estimation for Instruments Company**



Billions of yen	09/3 Actual	<u>1H</u> 2H	10/3 Estimation	<u>1H</u> 2H
Net Sales	44.6	$\frac{23.2}{21.4}$	45.0	$\frac{19.0}{26.0}$
Operating Income, % vs Net Sales	- 2.7	<u>- 1.3</u> - 1.4	- 3.0	<u>- 3.0</u> 0



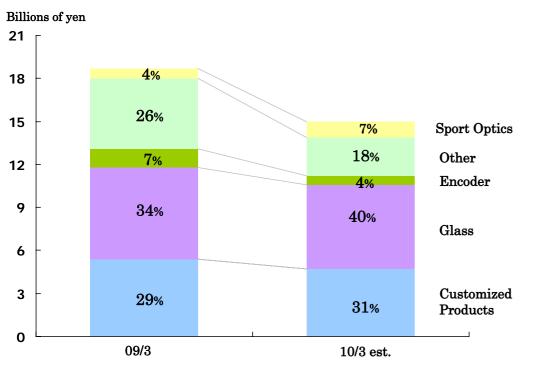


Biological Microscopes for "Live cell" expands in sales.
Industrial equipments business is affected by decline of Capital Expenditure.

#### **Estimation for Other Business**



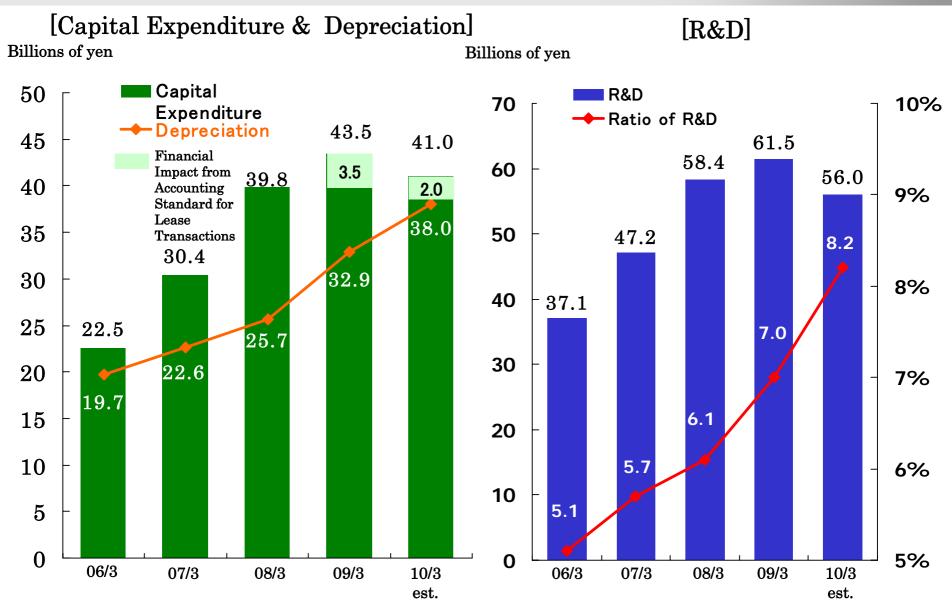
Billions of yen	09/3 Actual	<u>1H</u> 2H	10/3 Estimation	<u>1H</u> 2H
Net Sales	18.7	$\frac{9.6}{9.1}$	15.0	$\begin{array}{c} 11.0 \\ 4.0 \end{array}$
Operating Income,	2.9	$\frac{1.5}{1.4}$	- 1.0	<u>- 1.0</u> 0



Steady business expectation of Photomask substrates for LCD in Glass business.

#### Estimation for Capital Expenditure, Depreciation and R&D

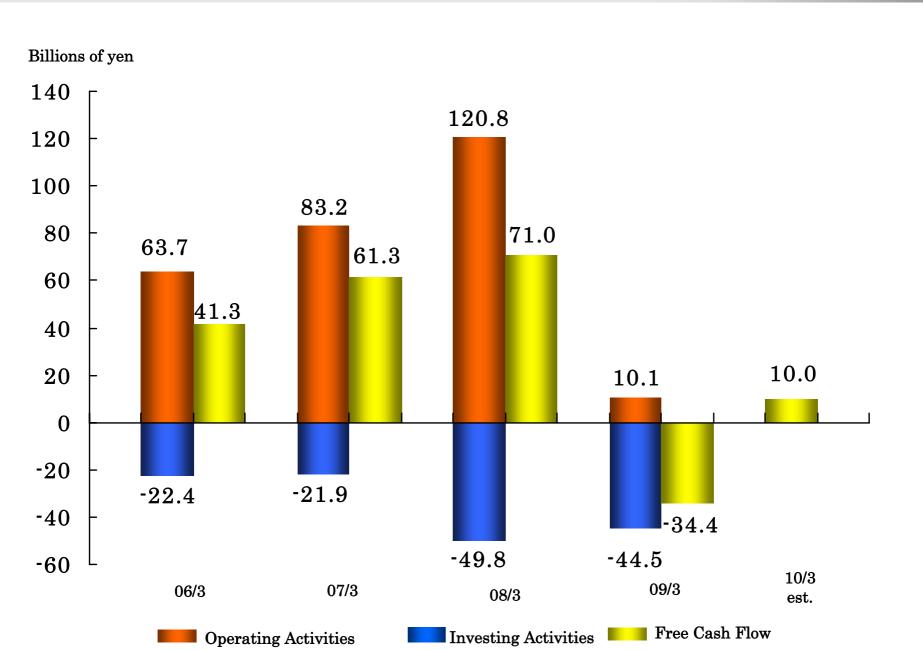




<sup>\* 09/3 &</sup>amp; 10/3: Include the amount of acquisition of Lease asset by change of Accounting Standard for Lease Transactions 09/3: Capital Expenditure 3.5 / Depreciation 3.0 10/3: Capital Expenditure 2.0 / Depreciation 3.0 (Billions of yen)

#### **Estimation for Cash Flows**







Assume that the demand structure after the global recession will change, and the market growth after the recovery will be slower.

Push out of Capital Expenditure and slow consumption continues for a while. Secure a good position in preparation for the recovering time.

Lower the break-even point of the entire Nikon group and increase profitability by further enhancing competitiveness of main businesses in addition to reform business structure. They will lead to the sustainable growth.

Aim to continue "stable cash dividend" despite our financial estimation in deficit.

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## Exchange Rate



10/3 Estimation

ation	Exchange Rate	Financial Impact from Fluctuation by 1 yen		
	10/3 Forecast	Net Sales	Operating Income	
US\$	95 yen	Approx. 2.2 Billions of yen	Approx. 1.0 Billions of yen	
EURO	125 yen	Approx. 1.0 Billions of yen	Approx. 0.8 Billions of yen	

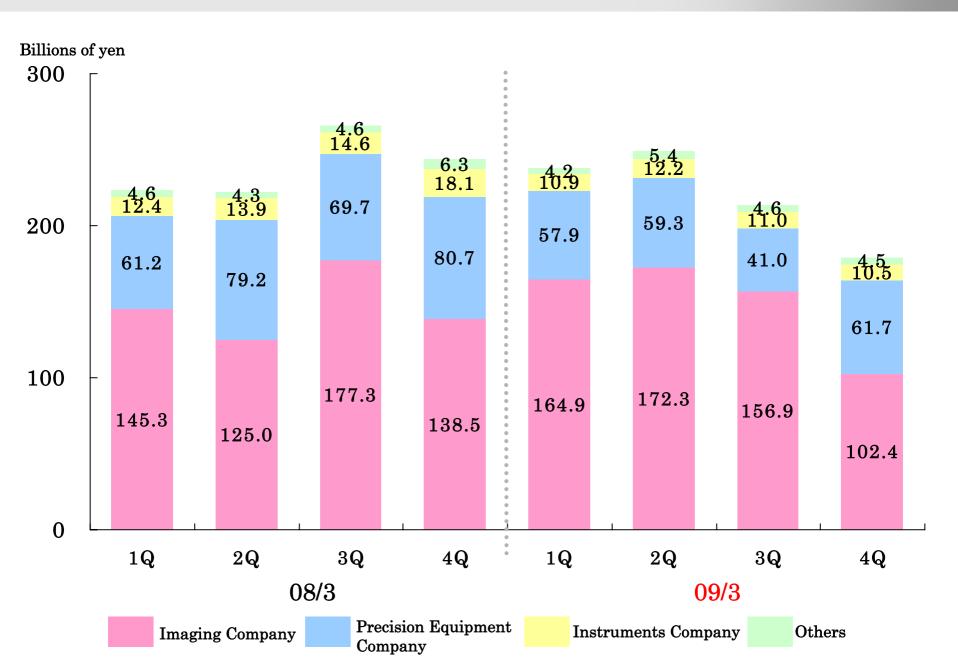
## Estimation for the Year Ending March 31, 2010



Billions of yen		09/3 Actual		10/3 Estimation	
Operating	1H	48.2	54.1	-12.0	-14.0
Income	2H	40.4	-5.9	12.0	2.0
Non-oper Incom	_		8.0		10.0
Non-oper Expens	_		8.5		14.0
Ordinary	1H	177	53.1	-16.0	-16.0
Income	2H	47.7	-5.4	10.0	0
Extra ord gain &	•		-8.5		-6.0
Income T	axes	11.1		-5.0	
Net Income	1H	28.1	33.6	17.0	-15.0
Thet Hitcome	2H	40.1	-5.5	-17.0	-2.0

## Quarterly Net Sales by segment





### Quarterly Operating Income by segment



